Style and Comfort

For All

Your Family's Private Car

Why envy the rich when the luxurious, commodious,

four-door Chevrolet Scdan can be yours for \$875.00

This car, with high grade Fisher Body on the celebrated

New Superior Chassis, is the most sensational value ever

It offers the privacy and luxury of a limousine at less

than the cost of most open cars. Its artistic lines, har-

monious color, finish, refined appointments, and mechani-

cal efficiency make it the most desirable car for all who

seck year 'round service combined with small investment and economical operation. It defies snow, rain and cold

yet is cool and clean in summer. It is the ideal fam-

sidering, it will pay you to inspect the Chevrolet. See it! Compare it! Ask for Demonstration!

Barry-Pate Motor Company, Inc.

1218 Connecticut Avenue

No matter what priced car you own or are con-

OVER EXTEND WELCOME CITIES TO MOTOR

EXPECT HUGE FLOW OF CAR TRAVELERS TO INVADE COUNTRY

Camping Facilities for Big Auto Army.

TO ISSUE BOOKLET

f. o. b. Flint?

OLD 'DOBBIN' MAY The survey discloses the greatest number of camping grounds to be **PROVE HIS WORTH** in the Mississippi Valley and in that section of the country west to

the Pacific Coast. There are, how-

ON THIS JOURNEY ever, many grounds south and east and every State in the Union boasts of several. Illinois, according to Many Cities Provide listings made with the bureau, has Horse to Carry Man more than 10 grounds. Kansas, Texas, Wisconsin and California have between 75 and 100 camp-ing grounds listed, while other States range from 75 down to 5. It is also noted by the survey that in most instances the grounds

It is also noted by the survey that in most instances the grounds are arranged with every thought given to the comfort and convenience of the tourists. Police protection, electric lights, tollets, cooking facilities and permanent shelter are very frequent. In some cities permits are required, principally in eastern States. The United States Touring Information Bureau will issue and towns in the United States, and towns in the United States, and cording to information collected by the United States, and cording to information collected by the United States, and cording to information collected by the United States, and cording to information collected by the United States, and cording to information collected by the United States, and cording to information formation collected by the United States and cording to information collected by the United States and cording to information formation collected by the United States and cording to information collected by the United States and cording to information collected by the United States and cording to information collected by the United States are given a warm which has just completed a survey the United States and provided and in the vast majority of instances of the tourists are given a warm where the very request to the covered the world war. Recently four (amilies left) and the vast majority of instances of the tourists are given as warm where the very request to an an an entered the world war. Recently four (amilies left) and the vast majority of instances of the very request to an an an entered the world war. The Materiolo to pounds, the very request for the reason why all with they are not past by and they are not past by the City of the very request for the reason why all with they are not past by and they are not past by the City of the very request for the reason why all with they are not past by the City of the very request for the reason why all with they are not past by the Cit

SUNDAY MORNING-

A few days later a man entered the office of the bureau and requested maps to point the way to Jersey City, New Jersey. The manager of the bureau told him of a camping ground directory which is soon to be issued and the man said, somewhat wistfully, "Do you think I could get to camp in some Second Solid Trainlead. think I could get to camp in some of those places?"

"And why not?" queried the man-"Well you see I ain't got a car.

Me and the woman are goin' to
make the trip with a horse and
covered wagon."

He asserted he wanted the best road maps and guides obtainable. He has a 1,200 mile jaunt ahead of him and according to his own estimate of his steed's speed it will take forty days to make the trip.

U S 'PEP' IS CAUSE

Street Accidents Increase 600 Per Cent Since 1913 Says Report.

The fact that street accidents in Berlin have increased 600 per cent dince 1913 has led to the suggestion that one of the causes may be the apparent effort to put American "pep" into the city's every-day life. One newspaper writer asserts Berliners have become too busy to greet friends in passing; that the spirit of hustle is disturbing the general routine, and that the citihe 'whole are growing He deprecates "the attempt to make Berlin street life look like Forty-second street and

Official reports say most of the ecidents are due to speeding automobiles and careless pedestrians, who step off the sidewalks and walk the streets in every direction without once looking to see if they are in the way of vehicular traffic."
There is no ordinance regulating
pedestrian traffic. Even at the
more crowded intersections the people cross the streets at will, taking their chances with the automobiles, street cars, omnibuses, trucks and horse cabs. There are no traffic policemen in the Teuton metropolis, but it has been decided to establish such a force. In the meantime the "security police" are

THEY SHALL NOT PASS,' SLOGAN PIKERS MAY TOUR ADOPTED BY MOTOR CAR FIRM

President Jacoby Relates to Local Dealer the Origin of World Famous Phrase.

Over 1,200 Miles in

Forty Days.

WATERLOO, Iowa, May 6.—The days of old Dobbin as a means of transportation may be numbered but they are not past by any our request for the reason why all

FOR THEIR MOTORS

Solid Trainload of Cars Is Shipped'to Cincinnati.

the Herschede Motor Car Company of Cincinnati. Ohio, in the shipment of a solid trainload of automobiles now on its way to Cincinnati from the Lansing plant—the second solid trainfold of Durant cars to be shipped to the Herschede Company within thirty days.

A. T. Herschede, president of the Cincinnati company, accompanies the train from Lansing to Cincin-natifi to make certain that there

shall be no delay en route.

More than a score of trainload shipments have left the Durant plants, in addition to many large driveaways and carload shipments to meet the demands of the Durant dealer organization, but this is the first instance where two trainloads have been shipped to a single dis-tributor in so short an intervening interval.

A wire received at the local plant of Durant Motors today, from the Carter Motor Company at Denver.

here last Thursday and announced that he proposed to remain at the plant until he saw his train!oad

AUTO SAVES FOUR

Contractor Uses Motor Car To Saw Lumber for Houses.

ness car take the place of four carpenters is a job that would puzcarpenters is a job that would puz-zle many an engineer or efficiency expert. It has been accomplished, however, by G. G. Martin, Los An-geles building contractor, who simply hooked up the rear wheel of his car to a lumber sawing attachment. And unlike the four men replaced, the contrivance is totally indifferent to the little problems sometimes involved in union cards and the eight-hour

Mr. Martin took out the right Mr. Martin took out the right rear axle of his car, pulled the left rear axle out about four inches, ran a short shaft entirely through the differential and attached a split pulley to the shaft. He then jacked up one wheel and his sawing machine was ready for operation. The car is run at a speed equivalent to seventeen miles an hour and averages about thirty miles of sawing, so to speak, to

Recently when the Dodge Brothers' car was put to the test it sawed all the lumber required in the erection of a seven-room bungalow in one hour and forty minutes using less than a gallon of utes, using less than a gallon of gasoline. Besides the saving in labor a great deal of time was

gained in construction. According to Mr. Martin, who has driven Dodge Brothers cars for seven years and is thoroughly familiar with them, his attachment does not impair the car's efficiency in the slightest degree.

com Hill blisters under a desert and magazines go everywhere.

t is claimed.

"Bascom Hill is not only a difficult pull for any car because of its 22 per cent grade." says an expert, "but the condition of the road places an added obstacle in the path of the driver. The slope is known around Las Cruces as one of the most difficult tests a car can face. In fact no four cylinder car had ever accomplished the ascent in high gear until a few weeks ago. "At that time the owner of a good Maxwell touring car decided to make the attempt. With three passengers he started out and experienced no difficulty in climbing Bascom Hill in high gear. His achievement set a record for all four-cylinder cars.

"This climb is but one of the many reported by owners since the new series of the good Maxwell was offered to the public. The amazing power of the Maxwell motor has led owners to believe that no hill is unconquerable."

sales effort, gets its readiest response and hammer these territories.

The time element was also a factor in our decision.

The economic condition is chang-nies. News-repair advertising plans with sufficient rapidity in magazines. News-raper advertising can be held in telegraphic control for release and timed within a few hours, whereas again advertising plates and copy in the publisher's hand, even as high as several months before publication date.

Then, too, there is an intimacy and a direct appeal to newspaper advertising man in existence cannot get into his magazine work.

Finally, in newspaper advertision, the man who actually sells the product to the consumer can get pressonal identification—the ad can carry the dealer's own signature.

tress, and, at the climax, for joy that the men had responded to the words passed along the lines in the evening before the great victory of the battle of the Marne. They shall

not pass.

"And so, having told the story, the words became our shop slogan. Each man accepted them as his inspiration to not let pass any part LANSING, Mich., May 6.—A record among Durant dealers and distributors has just been established by the Herschede Motor Car Company wear. He becomes one of our army. constantly growing larger, which will not let pass such an enemy to success as carelessness. There is fixed in the minds of all in our em-ploy that their desired welfare is

HIGHWAY EXPERTS OPPOSE ROAD BILL

Declare It Will Seriously Interfere With Transportation Work.

Highway officials, engineers, moof Durant Motors today, from the Carter Motor Company at Denver. Colo.. requests the immediate shipment of a trainload of 125 Durant four-cylinder cars. Arrangements are now being made at the plant to meet this request.

Trainload shipments from the local Durant plant this week will also include one for the H. D. Shawkey Motor Company at Pittsburgh, Pa. and which will consist of 150 four cylinder cars. Mr. Shawkey came here last Thursday and announced here last Thursday and announced to the car of the maximum of \$10.000 instead of the provided. \$20,000 per mile now provided.

Highway officials and engineers
declare that the Dunn bill will seriously curtail the construction of
the higher types of roads and the of wider roads in the vi-

building of wider roots in the civily of large cities where they are becoming increasingly necessary.

"Ordinarily," says C. S. Lee, director of the Highways Informative Cities." rector of the Highways Informa-tion Service. New York City, "the Federal government, pays 50 per cent of the cost of Federal aid roads. If the proposed measure should become effective it will limit the cost of Federal aid roads the first year to \$25,000 a mile and the second year to \$20,000 a mile un-less the States, counties and municipalities provide more than half the funds needed. For them to do so, of course, will mean increased taxes, for the higher types of roads now demanded by the public cannot be constructed at figures such as

JOB OF CAR MAKER IS TO SELL AUTOS

There are Ten Models for Every One Prospect, Says

Cole.

By J. J. Cole,
President Cole Motor Car Co.
The automobile industry is coming to the realization that the main

ing to the realization that the main job of the manufacturer is to sell. Whereas there used to be ten prospects for every car, there are now ten ears for every prospect. It makes no difference how well a product is designed and built if it does not sell.

And to sell, it must be a good product at the right price. To arrive at the right price, the

To arrive at the right price, the nto both manufacturing and distri-

In order to effect the utmost economy in distribution, the advertising as well as the seiling plan, must be right.

Personally, I think the old meth-

od of general institutional, blunder

Motor Leaps Up
Dry Sand Grade
To New Victory

Forty miles the healthier side of the Mexican border, in Las Cruces, New Mexico, the steep slope of Bascom Hill blisters under a desert and magazines go everywhere. To com Hill blisters under a desert sun. The approach to this gradient is marked by a hair-pin turn well laden with deep, burning sand.

No motorist can possibly gain a flying take-off to start the ascent, it is claimed.

"Bascom Hill is not only a difficult rull for any car because of its ries."

TO CANADA AFTER LAKE MOTOR TRIP

Association Considers Traveling Over King's Highway During '23.

Although the plans for its 1922 good roads tour "Around Lake Michigan," July 7-20, were only recently announced the Michigan importuned to consider another in-ternational tour, into Canada, for 1923. Dr. P. E. Doolittle, of To-ronto, president of the Canadian Good Roads Association and honorary vice president of the Michigan Pikes Association, has made the suggestion of a third tour into

Dr. Doolittle is anxious to have is being promoted from Hallfax to Vancouver. A portion of this high way, due to the topography of the north shore of Lake Superior is in the United States, from Sault Ste., Marie, Mich., to Grand Marais, Minn., via the Upper Pesinsula's longest road, M-12, from the "Soo" to Ironwood and then across Wis-consin, to Duluth, skirting the south shore of Lake Superior, they northeastward to Fort William and

Port Arthur.

If the M. P. A. executives decide to accept the suggestion the ers" will tour north from Detroit and cross the international boundry into Canada, at the "Soos." Then the route lies eastward over the 1920 route of the "Pikers" to North Bay, Ontario, and then southeast-ward to Ottawa. Between North Bay and the Canadian capital, is fifty-five miles of road which the Dominion Government will improve this year to permit the tourists' passage next summer. This leg of the route follows the Ottawa River, the water trail used by Champlain when he discovered the Great Lakes. From Ottawa the tourists Bay, Ontario, and then southeast-ward to Ottawa. Between North From Ottawa the tourists

would travel west to Peterhoro,
Toronto and Windsor.
The "King's Highway" link of the
tour would be the stretch from a
point north of St. Ignace, Mich., across the border and east to Ot tawa. The total mileage would be around 1,500 and the tour could be made in two weeks. Definite action will be taken at the next meeting of the M. P. A. officers and direc-tors, according to President Capt. W. S. Gilbreath

'Around Lake Michigan," which has 110 suit cases. It will be Copper Country, has been made by

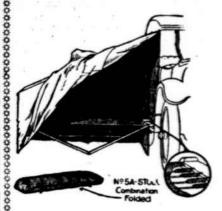
as its northern object the Michigan on a two-ton chass's and travelpassenger car speeds, as the the the Ruggles Motor Truck Company, of Saginaw, Mich. The Ruggles Company is designing a special truck to carry baggage for the pike tourists. The body will have three decks for baggage and a capacity of chief engineer.

Largest Stock **AUTO CAMPING OUTFITS** In the City

Tents Stoves Tables Seats Beds Cushions



Everything for that Automobile Tour-Wonderful goods at remarkable prices.



At our store for your steering wheel

Match Box

FREE

HINES AUTO SUPPLY CO. 920 D St. N. W.

Washington, D. C.

Not a ticket to be punched a Real Guara The RAY guarantee is not a card of introduction to the service man nor a program of engagements with him. It is a binding contract with you that assures continuous service from your RAY Battery. Under the terms of this contract, you are protected for two years.

If at any time within that period, your RAY Battery fails to give service in your car, you get a new one that will function properly. Unless the battery is shattered in a week, there are no ifs nor ands about it. You get the new battery without question, without adjust-

This contract begins to run when you receive the battery from any authorized Ray station. It is dated. It is signed. It has no conditions and no riders. It is a real guarantee.

Ask the dealer you know on this list to explain the Ray Un-conditional Guarantee.

WASHINGTON STATIONS.

Acme Battery Co., 1489 V St. N.W.
Akren Aute Supply Co., 522 7th St. S.W.
C. A. Anderson, 123 Penna. Ave. N.W.
Beltran Barker, 701 R. I. Ave. N.W.
Cole Bros., 836 Michigan Ave. N.E.
Chevy Chase Aute Supply, 5518 Conn.,
Ave. N.W.
Duplex Aute Supply SERVICE STATIONS NEARBY VIRGINIA.

Ave. N.W.
Duplex Auto Supply, 4601 14th St. N.W.
Easton Auto Supply Co., 522 8th St. S.E.
Foderal Auto Supply Co., 477 Penna, Ave.
M. A. Frazer, 637 Pa. Ave. S.E.

Highway Garage, 2106 R. I. Ave. N.E. Home Service Garage, 643 Md. Ave. N.E. Hines Auto Supply Co., 220 D St. N.W. Jawish Bros., 3605 M St. M.W.
H. B. Leary, 1321 1eth St. N.W.
Magee Auto Supply Co., 3006 Sherman Ave.
Ninth Street Garage, 1234 9th St. N.W.
Piney Branch Garage, 6401 Georgia Ave.
Robert Palmer, 504 Barry Pl. N.W.
L. B. Taylor, 1519 L St. N.W.

J. W. Anderson, Accotink,
W. H. Beans, Round Hill.
J. W. Birkett, Manasas,
Duncan's Garage, Alexandria,
Jones Motor Co., Fredericksburg,
Moore's Auto Supplies, Cherrydale
Pendleton Auto Service, Clarendo:
Union Motor Co., Culpeper,
Watson Bros., Vienna.

Menroe Baidwin, Collington,
C. L. Carrell, Norbeck,
Cob's Garage, Eladensburg,
Duval's Garage, Eladensburg,
Duval's Garage, Silver Hill,
Economy Auto Supply, Capitol Heights,
Gingell & Gingell, Beltsville,
Mathews-Howard Implement Co., La
Fiata.
Sansbury's Garage, Forestville,
C. C. Waters & Sons, Gaithersburg,
Hunter Bres., Silver Spring.

RAY BATTERY SALES CO. OF THE POTOMAC

High Chalmers Six Value Proven By Performance



The refinements in six-cylinder engineering exhibited by the Chalmers Six are accorded enthusiastic praise by Chalmers owners.

In size and beauty, equipment and finish, performance and economy, the Chalmers Six leaves nothing to to be wished for.

> Five Passenger Touring Car, \$1395, Roadster, \$1345 These prices f. o. b. Detroit, Revenue tax to be added

Ail Models Equipped With Disc Steel Wheels and Cord Tires

H. B. LEARY, JR. 1321-23 Fourteenth Street N. W. Telephone Main 4105

